



Planning & Land Use Department

Town of Barrington

PO Box 660

333 Calef Highway

Barrington, NH 03825

603.664.0195

(C) 603.312.4468

barrplan@metrocast.net

barrplan@gmail.com

REQUEST FOR PROPOSALS

Real Estate Services for the Sale of 125 Acres, Barrington, NH

The Town of Barrington, New Hampshire, invite written proposals for real estate brokerage services to be provided to the Town of Barrington in conjunction with the sale of Town property located on Route 125 (Tax Map 263, Lot 13.1), Barrington, NH.

Property Description

The property is located on Route 125 South near the border with Lee, NH. The lot consists of 125 acres of varying terrain located in the Regional Commercial Zoning District. The lot is part of a recently created Economic Revitalization Zone. ERZ tax credits are available from the State of New Hampshire on business taxes for the creation of new jobs and investment in plant and equipment.

Legal Description

See attached legal description

Special Conditions

Prospective buyer/s will be required to enter into a Purchase and Sales Agreement with the Town of Barrington. The property will be sold vacant, in "as is" condition, subject to easements and restrictions of record, with no warranties, other than title, made or implied by the Town. Purchase price to be negotiable based upon project and improvements proposed. The Town will require a development agreement of the purchaser with specific performance deadlines before proceeding with construction.

Current Leases

None

Broker Proposal Requirements

Term: Twelve month exclusive listing contract with an individual or firm licensed as a real estate broker in the State of New Hampshire. Provide a copy of your license with your proposal.

Costs: The individual or firm submitting the preferred proposal will be required to furnish all labor, materials, advertising costs, postage, handling, transportation, travel, lodging, equipment, supplies, and incidentals to perform as the listing broker said contract.

Independent Contractor/Insurance Requirements: The individual or firm will not be employed by the Town but will serve as an independent contractor and must provide the Town evidence of

Commercial General Liability Insurance and Professional Liability Insurance naming the Town of Barrington as additional insured. The preferred limits are: \$1,000,000 each claim and \$3,000,000 each occurrence for General and Professional Liability. The individual or firm selected must provide the University a Certificate of Insurance evidencing the foregoing insurance coverage, along with not less than \$1,000,000 CSL Comprehensive Automobile Liability Insurance and statutory compliance with Worker's Compensation Insurance. Each proposal must include a statement of the amounts of Commercial General Liability Insurance coverage and Professional Liability Insurance coverage by the individual or firm.

Marketing Plan: A description of the proposed marketing plan specific to the property located on Route 125 (Map 263 Lot 13.1) in Barrington, NH (such as examples of brochures/flyers, newspaper ads, direct mailings, etc. used for sale of similar properties), proposed list price, proposed commission, and a statement of the qualifications and experience of the individual or the firm's principal/s to perform the brokerage services (including previous clients and types of properties sold) shall be included with all proposals submitted, along with a statement of resources presently available or obtainable to perform such services. Real Estate brokers who have listed and sold properties in Strafford County similar to the subject property and have connections to potential clients through national and international networks are preferred. All marketing costs shall be the sole responsibility of the individual or firm selected.

Commission: The individual or firm selected will be paid the agreed-upon commission at the time of the closing of the sale of the property, unless the proposal stipulates other payment terms the Town approves in writing at the time of the proposal acceptance. The Town is open to creative compensation schedules.

Evaluation Criteria: The Town will evaluate each proposal based upon its general economic feasibility, the details of the proposed marketing plan, along with the qualifications, experience and resources of the individual or firm submitting proposals. The Town reserves the right to reject any and all proposals, to accept any proposal it deems to be in its best interest, to waive any informalities in the bid process and/or proposals submitted, and to waive any minor discrepancies in the selection procedure.

Some of the specific criteria include the following:

1. Experience with successfully selling land of a similar type in Strafford County and/or adjoining counties;
2. Commission/compensation cost;
3. Details of marketing plan (examples of previous brochures/flyers, ads, direct mailings, client references);
4. Qualifications and resources (including size of firm and/or network memberships).

During the course of reviewing and evaluating proposals, the Town may require clarification of proposal terms. Necessary meeting may be conducted on an individual or collective basis, involving any one or more of the individuals and/or firms submitting proposals; alternatively, at the sole option of the Town, the individual/s and or firm/s may provide the clarification/s in written form. Meeting will be called only at the initiative of the Town. Up to three proposals may be selected for final interview and oral presentation. Proposals submitted must remain valid and may not be withdrawn during the Thirty (30) days following the proposal due date.

Proposal(s) must be submitted in written form **on or before September 1, 2015** to:

Town of Barrington
Land Use Office
PO Box 660
333 Calef Highway
Barrington, NH 03825
Attn: Town Planner

Contact Marcia Gasses, Town Planner and Land Use Administrator, at barrplan@metrocast.net if you have any questions concerning the Request for Proposal.